

GER

MEX

3-1

TELE MUNDO

GOOOOOOOOOOOOOOOOOOOOOOOOOOOOOOOL.  
GOOOOOOOOOOOOOOOOOOOOOOOOOOOOOOOL.

11

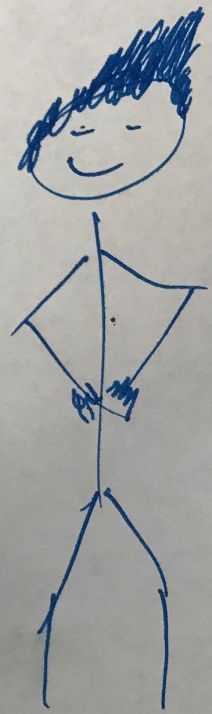
Saving

Visionary

Technician

Growth

Serving / Giving



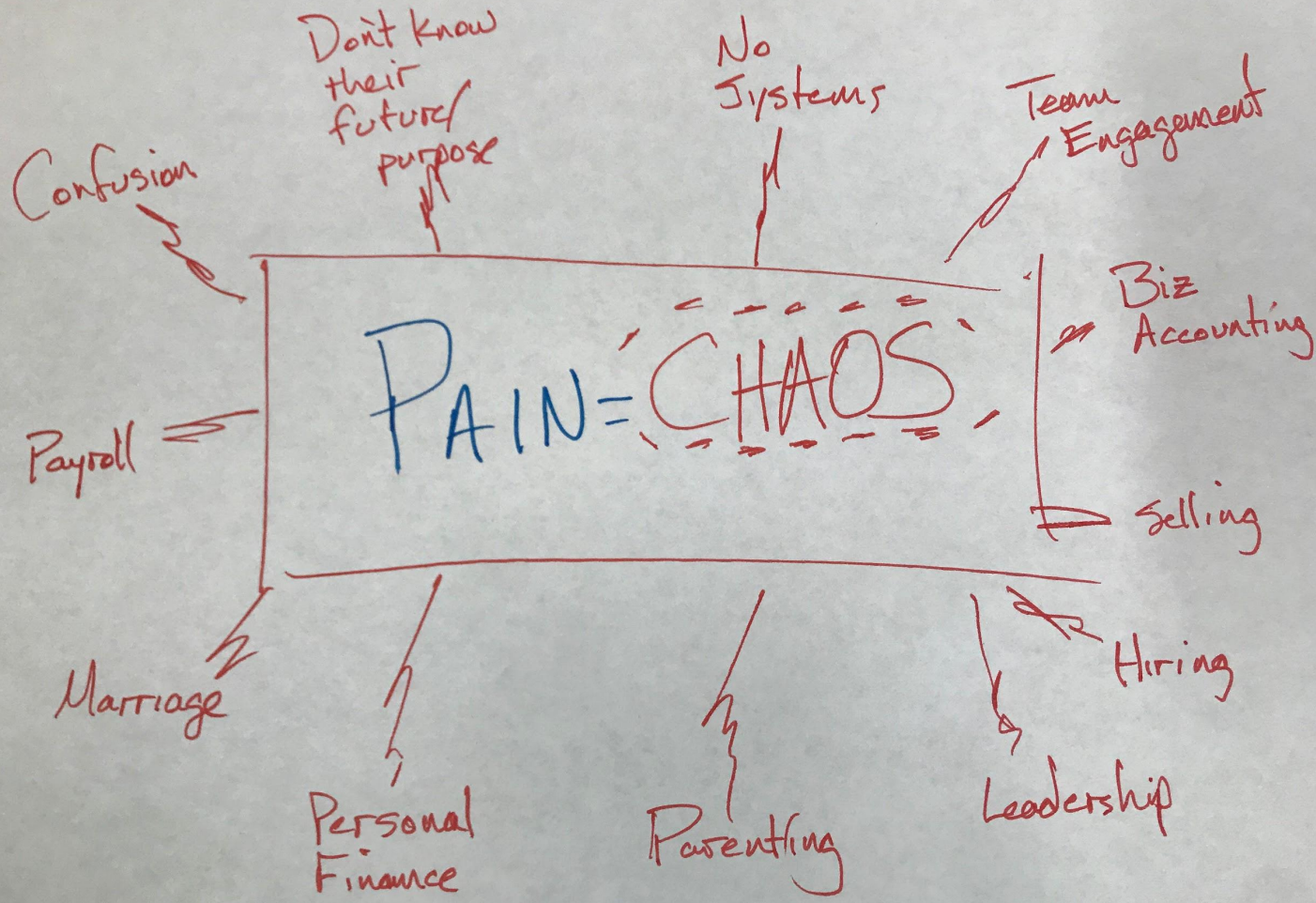
Business Owner

Ambitious

Family

Community

Build



# YOUR OPTION

No Progress to Vision

Progress to Vision

Effort  
~~Vision~~

Scream

Lead

No Effort  
No  
Vision

Give Up

Follow

Vision

Mission

Values

Repetition  
Repetition  
Repetition

LEADERSHIP  
Elements

Hunger  
Pursuit

Document  
EVERYTHING  
(Process)

Read  
w/ Rite  
Reflet  
(quiet moments)

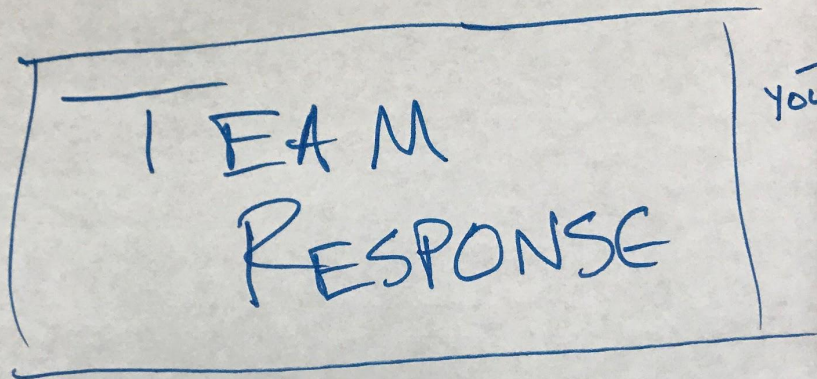
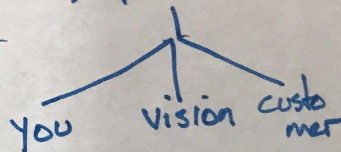
Predictable  
Team  
Meetings

Plan  
(12 week plan)

ENGAGEMENT

Owner  
Mindset

Fight  
> FOR <



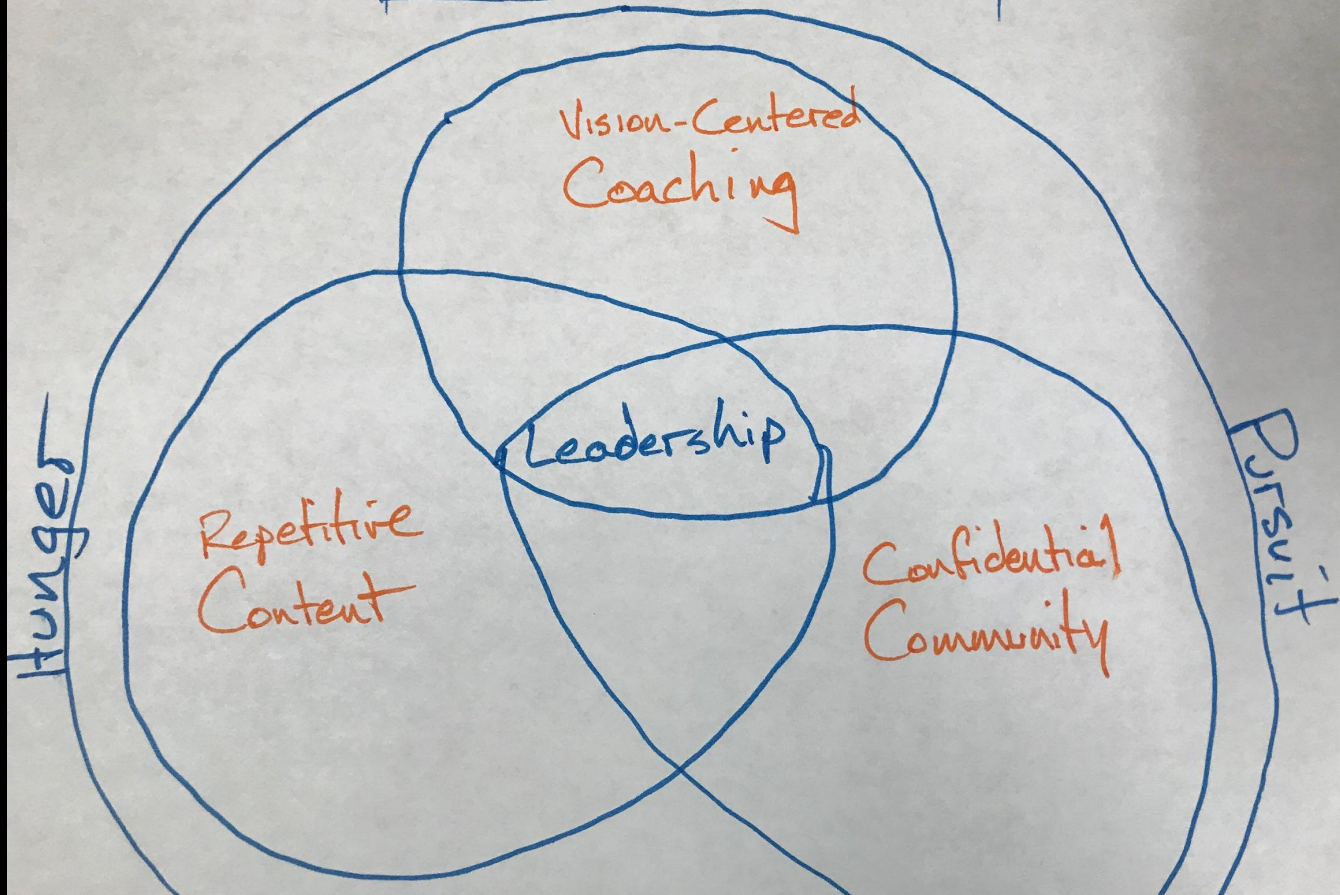
Purpose

Replicate

Appreciation

Fulfillment of  
personal  
vision!

# Leadership SUPPORT



# Hunger

“nothing in the world can take the place of **PERSISTENCE**. Talent will not; nothing is more common than *unsuccessful men with talent*. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination are omnipotent.”

-Calvin Coolidge





**BREAK TIME**

YouTube [michaelrcomedy](https://www.youtube.com/michaelrcomedy)  
[gatewaypeople.com](http://gatewaypeople.com)

**12 Weeks On Purpose EXAMPLE**  
(based on the book [12 Week Year by Brian Moran](#))

**12 Week Goals**

For the term ending \_\_\_\_\_ we will...

1. Create and Implement a Simple Budget
- 2.
- 3.


**FUTURE (for ideas that emerge during *this* 12 weeks):**

<b>Goal 1: Create and Implement a Simple Budget</b>	<b>Tracking</b>
<b>Tactics</b>	
Pull P&L's from past 3 years showing expense categories	
Pull YTD P&L for 2018 with expense categories Block off 2 hours to review and build new budget	
Create new budget based on old percentages as a guide, along with 12 week plan and Vision	

[bit.ly/12weektool](http://bit.ly/12weektool)

Liberating Small Business Owners From CHAOS

BUSINESS  
PURPOSE

A man with curly brown hair and a mustache, wearing a dark hoodie, looking slightly to the side with a slight smile. The background is a blurred outdoor setting with a wooden door and greenery.

*It's the beeesstt*

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**FUTURE (for ideas that emerge during *this* 12 weeks):**

**Goal 1:** Create and Implement a Simple Budget

**Tactics**

**Tracking**

Pull P&L's from past 3 years showing expense categories

Pull YTD P&L for 2018 with expense categories  
 Block off 2 hours to review and build new budget

Create new budget based on old percentages as a guide, along with 12 week plan and Vision

# 12 Week Plan REVIEW Questions

- Are these goals what we REALLY wanted?
- What do we need to remove?
- Do we have the right people/tools working on this?
- Looking back on the previous goal, would we start this NOW? If no, how do we pivot?
- What did accomplishing your goals make possible?

# POWER QUESTION

“What is the ONE THING that by doing that ONE THING will make ALL OTHER THINGS easy or unnecessary”

# 12 Week Plan REVIEW Questions

- Are these goals what we REALLY want?
- Do we have the right tools to accomplish?
- Do we have the right people to work on this?
- What will accomplishing this goal make possible?

Tell me and I forget, teach me and  
I may remember, involve me and  
I learn

- Benjamin Franklin -



# WHAT IS THE NEXT STEP?

Liberating Small Business Owners From CHAOS

BUSINESS  
PURPOSE



